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COVER: The arrival of Royal Caribbean International's Enchantment of the Seas signaled a bigger, bolder era for Baltimore's cruise business. Photography by Bill McAllen.



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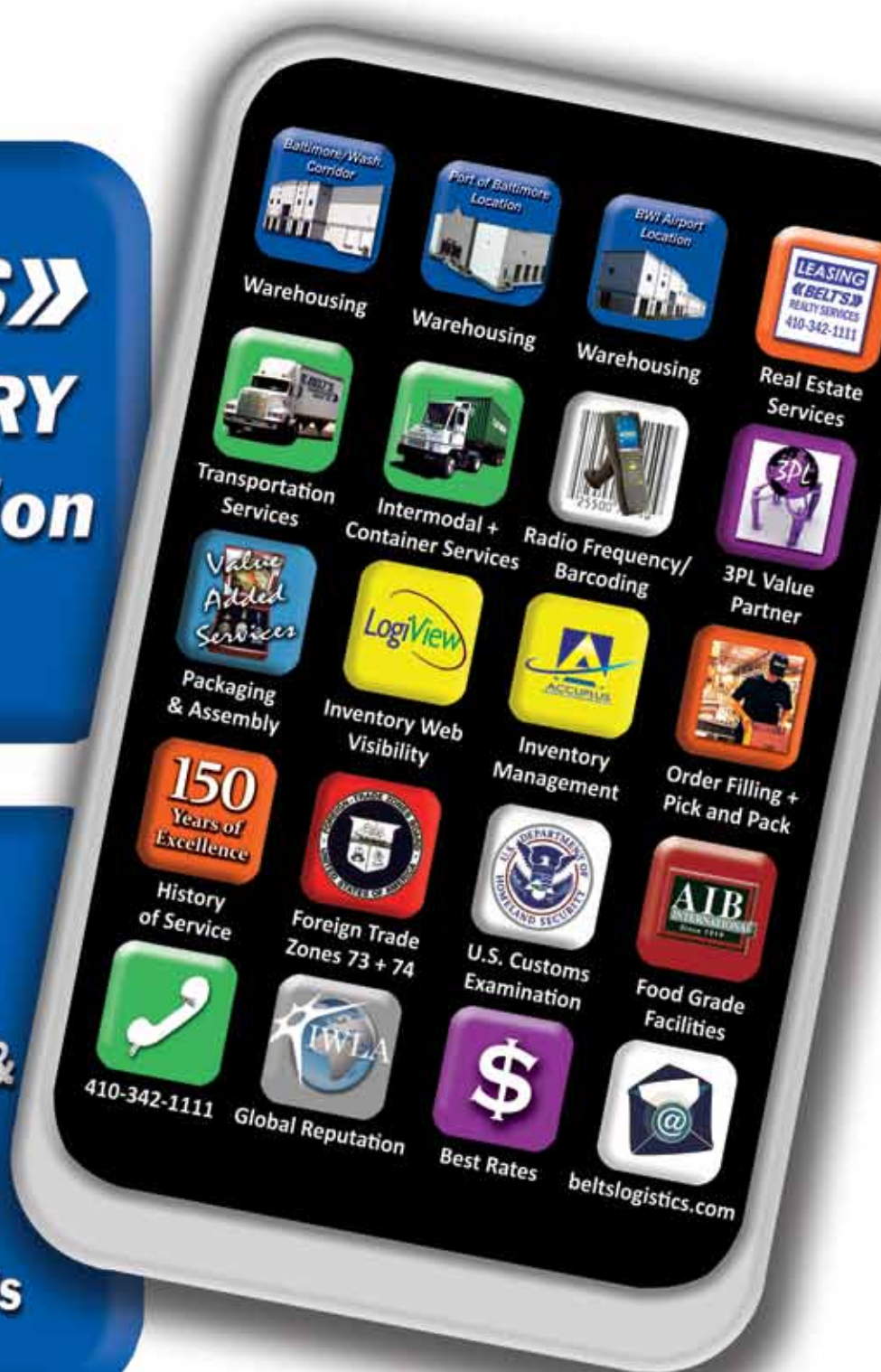
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An Award-Winning Environmental Effort

Last year, we officially opened the Masonville Cove environmental education center in the Brooklyn/Curtis Bay area of Baltimore. This project began by removing tens of thousands of tons of trash and debris, some of which dated back to the Great Baltimore Fire of 1904. Today, it has become one of our state's great environmental success stories. As a result, I am very pleased that the project was recently awarded a 2010 environmental excellence award by the National Association of Environmental Professionals.

The education center is just one element of the overall restoration project. The comprehensive effort also includes the rehabilitation of 54 acres of shoreline along the Patapsco River that will eventually include an environmental park, a wildlife area, hiker-biker trails, a boat ramp for kayaks and canoes, and improvements to stream and fish habitat. Long-term plans include using dredged material to build a new marine terminal for the Port of Baltimore.

The education center is a near-zero net energy building which uses the latest environmental technologies, such as a ground-source air conditioning system, solar energy, rain barrels that collect roof rain runoff to water greenery, and a reflective roof that decreases the amount of heat transferred into the building.

Since opening its doors last year, more than 2,000 children and adults have visited the center and learned about the local environment, wildlife and the importance of recycling. The Living Classrooms Foundation and National Aquarium in Baltimore run the center's education curriculum.

The Masonville Cove project brings together many of the goals in our Smart, Green and Growing initiative. Smart, Green and Growing is helping Maryland achieve a more sustainable future by linking community revitalization, transportation improvements, economic development, smart growth and environmental restoration efforts. We have made real progress, but we must do more. I look forward to continuing to work together to move Maryland forward to a cleaner, greener, more sustainable future.



Martin O'Malley
Governor

Planning For Success Throughout Port

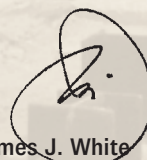
For more than 300 years, the Port of Baltimore has served as one of our nation's leading ports. Every single day, goods manufactured in this country leave our state destined for points around the globe, while goods produced in other countries arrive here and eventually reach the American consumer. The successes and impressive heights reached by this Port in the last couple of decades reflect a unique and productive working relationship between our public and private marine terminals.

Rukert Terminals has long been a constant presence within the Port of Baltimore community. They handle various bulk commodities like ores, fertilizers and alloys but they are most known for handling rock salt. Rukert handles about 600,000 tons of rock salt every year. That salt is used to salt the roads during the winter months in not only Maryland, but Virginia, West Virginia and Pennsylvania.

In addition to being a very well-run and successful business today, Rukert is also forward-thinking and preparing for the future. They have recently completed a 50-foot berth at Lazaretto Point just across from Fort McHenry. Similar to the MPA's partnership with Ports America Chesapeake and our 50-foot berth under construction at Seagirt Marine Terminal, Rukert's goal in building their berth was to accommodate the next generation of ships and the potential for

increased business following the completion of the Panama Canal project in 2014.

I enthusiastically congratulate Rukert on their new berth as this is a tremendous achievement for not only Rukert but for the entire Port of Baltimore. I know that in some other ports there exists a division between public and private terminals. That is not the case here. Whether you are a public or private marine terminal, we are all the Port of Baltimore. When our MPA sales personnel travel for business, they often promote our many qualified private terminals. As long as the cargo comes to Maryland, we can continue to maintain and grow good-paying blue-collar jobs and remain one of our state's key economic engines. That kind of commitment and collaborative spirit is what will sustain us for generations to come.



James J. White
Executive Director

SOUNDINGS

The happenings in and around the Port



CARGO

Port Aids Shipment of Weapons Incinerators

The Port of Baltimore is doing its part to eradicate Cold War chemical munitions. Rukert Marine Terminal has shipped two metal parts furnace (MPF) systems created by Surface Combustion Inc. to the Kizner Chemical Weapons Destruction Facility (CWDF) in the Udmurt Republic of Russia.

Raytheon, a defense and aerospace systems supplier, oversaw logistical operations and the transportation of the MPFs as a subcontractor for Surface Combustion Inc.

Raytheon and Surface Combustion Inc. used several service providers for the shipment. Linden International provided documentation for the cargo, while Maryland Overpak packaged it. The equipment was shipped on an Atlantic Ro-Ro Carriers vessel in June.

"We are comfortable handling complex shipments, because of the expertise of the many service providers here in Maryland, we know that the customers' needs will be met," said MPA Trade Development Manager Cynthia Burman.

RethaCarole Waltemyer, CIS Deputy Transportation Project Manager at Raytheon, contacted the MPA to arrange a private tour of the Port prior to shipping. The tour was intended to show how the Port would be able to handle such important cargo.

"Cynthia Burman was great in providing us with a general overview of Port services, as well as support in vital areas," said Waltemyer.



COURTESY OF RAYTHEON

The furnaces were developed as part of a global effort to reduce the number of weapons of mass destruction and weapons-useable materials. The CWDF is using the MPF systems to destroy thousands of tons of deadly chemical agents from an old Soviet-era arsenal. Since 2002, about 30 percent of the 40,000 metric tons of chemical weapons stockpiled at the Kizner facility have been destroyed.

The current project is being funded by Canada's Department of Foreign Affairs and International Trade (DFAIT) as part of the G8-led Global Partnership Against the Spread of Weapons and Materials of Mass Destruction. 🌐

NEWSMAKERS

Baltimore 4th of July Fireworks a Resounding Success

Patriotic pride reverberated throughout Charm City on Independence Day when a crowd of more than 120,000 people gathered in downtown Baltimore to enjoy another year of spectacular fireworks. Although a budget deficit threatened the return of this celebration, Ports America Chesapeake stepped in to sponsor the event and illuminate Baltimore's skies once again. Spectators who witnessed the 2010 4th of July celebration "left with a smile and a renewed sense of optimism," said Linda Bryan, Community Outreach Coordinator

for the terminal operator and stevedore.

As an advocate of Baltimore's financial and cultural success, Ports America Chesapeake often assists in financing the city's maritime goals and sponsoring events such as the fireworks. Bryan said, "The leadership at Ports America Chesapeake has a very strong commitment to the citizens of Baltimore City and the communities surrounding the Port of Baltimore, and considered it an honor to help keep this important tradition alive." 🌐



TERMINALS

Ceres Gains Additional Land in Dundalk

Ceres Terminals Inc. is leasing an additional 12 acres of land from the Maryland Port Administration (MPA) at the Port of Baltimore's Dundalk Marine Terminal. The added acreage, which brings Ceres' total to 17, allows the transportation service company to gain a competitive advantage in attracting new Roll-On/Roll-Off (RO/RO) and breakbulk customers.

"Ceres handles many of the world's top Roll-On/Roll-Off shipping lines, and we welcome their increased presence at our Port," said MPA Executive Director James J. White.

Agreements have already been made between Ceres and other shipping lines for increased business, including deals with NYK Line's South America/Europe/Middle East Service vessels and "K" Lines' South America/Mid-East Service ships. Höegh Autoliners has transferred its European Service vessels to Dundalk.

The Port of Baltimore handles more RO/RO cargo than any other U.S. port. In 2009, the Port handled 514,000 tons of RO/RO equipment. 🌐

WAREHOUSING

Port Partner Awarded ISO Certification

D&D Distribution Services recently received certification recognizing that the public warehouse company is compliant to ISO 9001/2008 Quality Management System standards for warehousing and distribution of customer products.

Based in York, Pa., D&D underwent a nine-month certification process that was approved in May by QMI SAI Global, North America's largest management systems registrar.

"Dedicated to providing quality and efficient service to our customers, D&D employees are committed to meeting or exceeding their requirements through a system of continuous improvement in all aspects of our

business," said D&D President David Zorbaugh.

To receive ISO 9001/2008 certification, a company must meet several basic guidelines, including using recorded data to make decisions on quality systems, and provide employees with measurable goals to aim for. 🌐



David Zorbaugh, President of D&D Distribution Services, receives ISO certification from Charles Sheaffer of QMI SAI Global and Fred Marsh of F.L. Marsh & Associates.

COURTESY OF D&D DISTRIBUTION SERVICES

NEWSMAKERS

Richkus Joins U.S. Committee on Trade

The Maryland Port Administration (MPA) announced in June that Port Commissioner Peta N. Richkus has been appointed to a four-year term on the Intergovernmental Policy Advisory Committee on Trade.

Public and private sector professionals staff the 29-member committee, which makes recommendations to U.S. Trade Representative Ron Kirk and relevant Cabinet or sub-Cabinet officials regarding trade matters. The Office of the U.S. Trade Representative negotiates with foreign governments to create trade agreements and participate in global trade policy organizations.

Appointed to the Maryland Port Commission by Gov. Martin O'Malley in 2008, Richkus helps establish policies that improve the competitive position of the Port of Baltimore. 🌐



PHOTOGRAPHY COURTESY OF PORTS AMERICA



KATHY BERGREN SMITH

CARGO

Komatsu Excavator Comes Through Port

The Port of Baltimore recently received a Komatsu PC 4000-6 excavator for delivery to West Virginia. With the help of Big Red, the MPA's heavy-lift crane, MAT terminals readied this behemoth for shipping on 14 trucks. The excavator, when assembled, has an operating weight of 850,000 lbs. and the 29 cubic yard bucket can handle 87,000 lbs. 🌐





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AUTOS

Ford Drives More Business to Port

The first Ford Fiestas to come through the Port of Baltimore's Dundalk Marine Terminal en route to dealers were unloaded from a "K" Line vessel in late June. Shipments of the critically acclaimed, affordable small car will continue arriving at the Port the rest of the year.

"We are happy to welcome more Ford products to the Port of Baltimore," said Gov. Martin O'Malley. "Ford's decision to bring more cars to Baltimore is another good sign for

Maryland as we begin our recovery from the worst economic downturn since the Great Depression."

The Maryland Port Administration (MPA) announced in July that the number of autos handled at the Port increased 16% over the same time the previous year. In the early stages of a five-year agreement, BMW recently began shipping the first of 50,000 new vehicles through the Port. Baltimore is also the primary port of entry for the Ford Transit Connect van, receiving approximately 85% of the 35,000 vans that are annually imported into the United States. 🌐



PHOTOGRAPHY BY BILL MCALLEN

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MPA's Environmental Stewardship > > > >



A CLEAN START

Grant Funds Help Cut Emissions as Part of Clean Diesel Program

By all accounts, important progress has been made at the Port of Baltimore in the months since the U.S. Environmental Protection Agency (EPA) announced that the Port would receive a \$3.5 million grant to reduce diesel emissions.

Capt. Eric Nielsen, Chairman of the Baltimore Port Alliance (BPA) and President of the Association of Maryland Pilots, emphasized that these grant funds have enabled a broad section of the Port's business community to implement meaningful emission-reduction projects.

Capt. Mike Reagoso, Chairman of the BPA's Environmental Committee, explained, "The funding ... has been critical to businesses introducing voluntary emission-reduction projects in a tight economy." Reagoso, who is also Vice President of Mid-Atlantic Operations for McAllister Towing, added, "This is important as the maritime industry looks for new supply-chain efficiencies that will make such voluntary improvements commercially viable in the future."

The Maryland Port Administration (MPA) and Maryland Environmental Service (MES) were awarded the grant under the American Recovery & Reinvestment Act of 2009 (ARRA) and the Energy Policy Act of 2005 to implement EPA-certified clean diesel technologies on equipment operating at the Port of Baltimore. These Clean Diesel Program technologies significantly reduce nitrogenous oxides (NOx), particulate matter (PM), hydrocarbons (HC), and carbon monoxide (CO) in diesel emissions.

"The mission of MES is to preserve and

protect the environment, and we are proud to help the Maryland Port Administration meet the goals of their environmental initiatives program while supporting critical maritime commerce," explained MES Director James M. Harkins. "The Clean Diesel program shows how government and business can couple economic growth and job creation with cleaning the air and protecting the environment."

In some cases, inefficient vehicle and equipment engines are being replaced with newer or cleaner engines that are certified to meet more stringent emissions standards. In other cases, exhaust retrofits are taking place that consist of diesel oxidation catalysts (DOC) and diesel particulate filters (DPF). Also, idling control devices are employing start/stop technology to reduce unnecessary idling.

To help cover the cost of purchasing and installing these technologies, MES's project partner on the ARRA grant, the University of Maryland Environmental Finance Center, has solicited grant applications from eligible applicants operating at the Port of Baltimore. There are four award subprograms: dray trucks, cargo handling equipment, harbor craft and locomotive.

"This program was able to approve over 80 pieces of equipment for either replacement or retrofitting of clean diesel technology in a time span of just under a year," said Joanne Throwe, Director of the University of Maryland Environmental Finance Center. "I would say that our success is due in large part to great teamwork with all of the partners involved, a proactive Port and many motivated applicants who want a cleaner environment."

The Clean Diesel Program is being administered by a Port of Baltimore Steering Committee that includes staffmembers from the EPA, Maryland Department of the Environment, MES, MPA, University, State of Maryland, Maryland Motor Truck Association, and

technical and outreach consultants. The steering committee is charged with reviewing and approving grant applications forwarded from the University. Applications are evaluated based on cost-effectiveness, expected emissions reductions, technical feasibility and achievement of program goals.

When completed, the work accomplished under this grant is expected to create at least 50 jobs while removing approximately 780 tons of nitrous oxides and 39 tons of particulate matter during the lifetime of the equipment. 🌍

OUTREACH

National Award for Masonville Project

A \$153 million Masonville Cove environmental initiative spearheaded by the Maryland Port Administration (MPA) has received a 2010 Environmental Excellence award from the National Association of Environmental Professionals.

"The Masonville Cove restoration project is one of Maryland's great environmental success stories," said Gov. Martin O'Malley. "In our clean-up of the waterfront, we have removed thousands of tons of trash and debris dating back more than a century. When complete, Masonville will be a recreation center for the surrounding communities and a place for young and old alike to learn about the local environment."

More than 2,000 Maryland children and adults have already visited the Masonville environmental education center, which opened in 2009. A larger restoration project along more than 54 acres of Patapsco River shoreline includes nature trails and a boat ramp. Long-term plans include developing a Port of Baltimore marine terminal using dredged material to build a containment site on the remaining 141 acres. 🌍



Laura Baldwin of the Maryland Environmental Service participates in a Youth Summit at Sandy Point State Park.

Maryland Green School Youth Summit 2010

In June 4, several Maryland Port Administration (MPA) employees participated in the first annual youth summit at Sandy Point State Park. This year, 71 new schools and five centers received the Maryland Green Flag in recognition of fulfilling the criteria of the Maryland Green School Program, and 23 schools were recertified. In previous years, awards were given out at ceremonies in each county represented; this year, for the first time, all awards were distributed during the one-day event in one location.

MPA volunteers assisted the celebration by creating the digital showcase highlighting all the winning schools, assembling the award presentation packets, setting up and arranging the ceremony sites, helping with logistics and participating in the art for the sky project. The MPA serves on the Board of Directors for Maryland Association of Environmental Outdoor Education (MAEOE), which has sponsored the Green School Program since 1999. 🌐



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BY BLAISE WILLIG

Photography Courtesy of Royal Caribbean

TED JOURNEY



O n a warm, sunny Friday in June, as passengers arrived at the Cruise Maryland terminal eager to board Royal Caribbean International's luxurious Enchantment of the Seas, little did they know that the start of their dream vacation was also part of a new beginning for the Port of Baltimore.



Royal Caribbean had already announced in March that its relationship with the Port would be extended by offering a full schedule of cruises through April 2012 rather than April 2011. Then, as June 18 rolled around, the global cruise line put an exclamation point on that announcement by kicking off its inaugural year-round cruise schedule with the first Baltimore appearance of the *Enchantment of the Seas* — all 80,700 gross tons and 990 feet of her (74 feet longer than the vessel she replaced).

Maryland Gov. Martin O'Malley commented that the presence of the larger ship and the extension of Royal Caribbean's cruise schedule at least through 2012 "reflects that Baltimore is becoming the port of choice for thousands of cruise customers every year."

Recognizing that the market area serviced by Cruise Maryland is one of the wealthiest and largest in the country, in addition to Baltimore being the closest inland port to the Midwest, the Governor added, "Baltimore's central location, the terminal's easy access off of Interstate 95 and our recent investment to expand parking adjacent to the terminal continue to attract passengers, even in a challenging economy."

Diana J. Block, Vice President of Revenue Management & Deployment for Royal Caribbean International and Celebrity Cruises, noted, "With the great partnership we have had with the Port of Baltimore and our local trade partners, Royal Caribbean is excited to be launching a program from Baltimore for our eighth year and committing to a year-round program for our second year."

Along with an ideal cruise terminal location, this area is proving to be an outstanding cruise market, and that is a key reason why we are bringing a larger ship and committing to another year-round schedule."

The June 18 cruise was a nine-night voyage north to New England and Canada; other options this year are trips to Bermuda, the Eastern Caribbean, the Southern Caribbean and the Bahamas. Royal Caribbean has scheduled 47 cruises from Baltimore in 2011, followed by 11 additional cruises through April 2012.

(continued on pg. 23)

Baltimore is becoming the port of choice for thousands of cruise customers every year.





BILL MCALLEN

On the Horizon ...

The cruise business has been booming at the Port of Baltimore, particularly with the big addition of the *Enchantment of the Seas*. "We are excited to continue to offer new choices to the people of Baltimore and surrounding areas," said Royal Caribbean International's Diana J. Block.

So what's next for Cruise Maryland? "Currently we are conducting a feasibility study to determine if we need a second cruise terminal," said MPA Cruise Maryland Marketing Manager John Meister, "and we have just purchased a new gangway which will enable us to handle different ships' boarding requirements."

This year's schedule of homeport cruises at the Port of Baltimore climbed to 91 — a new record for Baltimore!





By the Numbers ...

For the State of Maryland, the total economic value of the Port of Baltimore's cruise business in 2010 is estimated at about \$90 million, which represents an increase of about \$10 million over the previous year. According to MPA Cruise Maryland Marketing Manager John Meister, Royal Caribbean's expanded schedule "has assisted in the creation of additional full-time and part-time jobs in customer service, stevedoring, security, etc."

(continued from pg. 20)

"Royal Caribbean is delighted to bring *Enchantment of the Seas* to historic Baltimore to offer year-round cruises," said Ken Muskat, Vice President of Sales, Royal Caribbean International. "*Enchantment of the Seas* offers so many ways for guests of all ages to enjoy an exciting family vacation or romantic cruise getaway, conveniently accessible by car."

Amenities on board the 2,252-guest, double-occupancy ship include everything from themed lounges, a specialty coffeehouse and a casino, to Adventure Ocean® youth facilities, bungee trampolines and a rock-climbing wall.

The \$13 million Cruise Maryland terminal, built in 2006 on the site of a former paper warehouse, sends guests off on their enchanted journey with the sort of customer support for which the Port of Baltimore is famous. "Historically, our guests have praised Cruise Maryland for its friendly, award-winning service, ease of operation, convenient location and parking within walking distance of the terminal," said John Meister, Maryland Port Administration (MPA) Cruise Maryland Marketing Manager.

But the MPA isn't one to rest on its laurels, according to Meister. "We are always looking at ways to improve the terminal and the guest experience," he said. 🌐



BILL MCALLEN



BILL MCALLEN

Guests and well-wishers enjoyed relaxing on board the Enchantment of the Seas while, at top, MPA Deputy Executive Director M. Kathleen Broadwater participated in a wheel ceremony with Royal Caribbean Vice President of Sales Ken Muskat and Capt. Srecko Ban.



'Build It & They Will Come'

Rukert Prepares for Future with New Berth and Crane

STORY & PHOTOGRAPHY BY KATHY BERGREN SMITH





Rukert Terminals' commitment to the Port of Baltimore runs deep. How deep? Try 50 feet.

Rukert recently completed the dredging and construction of a 50-foot berth at Lazaretto Point on the Patapsco River across from Fort McHenry.

The family-owned bulk and breakbulk terminal and warehousing company is also reaching high in this newest expansion. How high? Try 23 stories as Rukert erects the largest mobile harbor crane on the East Coast of the United States.

"Rukert Terminals has been a synonymous name with the Port of Baltimore for generations," said Maryland Port Administration (MPA) Executive Director James J. White. "Their new berth and crane is not only a win for Rukert — it is a win for the Port of Baltimore. As long as the cargo comes here, it does not matter whether it goes to a public or a private terminal, the State of Maryland benefits. I congratulate Rukert Terminals on this exciting news."

The new berth marks the beginning of the next chapter in the remarkable history of the nearly 90-year old company, whose fourth generation is now in place.

"Captain Rukert would be extremely proud to see the third and fourth generations continuing his legacy by preparing for the future," said Port consultant and former Congresswoman Helen Delich Bentley, W.G.N. "Cap" Rukert founded the company in 1921.

"We have always had a philosophy of 'build it and they will come,' " said Rukert CEO Norm Rukert. Perhaps the best example of this strategy is the story behind the great mountains of salt that line Interstate 95 near the approach to the Fort McHenry Tunnel. In the late 1970s when the State of Maryland condemned Lazaretto Depot, the nexus of Rukert Terminal operations, for the construction of the tunnel, the Rukerts did not sell out but took a reduced payment in order to regain control of the site after the tunnel was complete. In the meantime, they expanded their capabilities at Pier 5 by constructing a heavily built concrete pier, ultimately adding a bulk cargo unloader.

The giant crane was a gamble that paid off. Within a year of its construction, the bulk unloaders at the Cottman Company, at the foot of Clinton Street, were put out of commission and Rukert Terminals became the largest handler of salt, ore and fertilizers

and other bulk and breakbulk cargoes at the Port.

Today, Rukert stockpiles de-icing salt for the roadways of the Mid-Atlantic, creating the strangely beautiful white hills on the company's property.

Ultimately, Rukert regained the property at Lazaretto Depot, and once again it is bustling with bulk, breakbulk and Roll-On/Roll-Off (RO/RO) cargoes. Five years ago, "C" berth was due for replacement. In keeping with the company's forward-thinking philosophy, the family decided to build another very heavy pier and dredge the berth 50 feet.

"We wanted to build it at least twice as strong as we needed to," said Rukert. "We do everything with the next generation in mind."

Rukert contracted with Baltimore-based McLean Contracting to build the 950-foot marginal wharf. McLean's big water rigs drove 48-foot steel pipe piles 95 feet into the bottom of the river and drove steel sheet-piling in between. The pier deck is reinforced to carry a load of 2,000 pounds per square foot and dredged to 50 feet to meet the channel.

"The speed with which this 50-foot terminal was accomplished stems from the effort of the private sector," said Bentley.

"This expansion is a textbook example of what the Maritime Industrial Zoning Overlay District can accomplish here in the Port."

The berth was designed for a cargo crane, so Rukert turned to another family business, the German crane manufacturing giant Liebherr, to provide it. The crane, a Liebherr 500S mobile harbor crane, is a unique addition to the Baltimore skyline. The crane is mounted on 80 truck tires and outfitted with a 28-yard bucket for bulk cargo and spreaders for heavy picks and container work. Powered by diesel hydraulics, it is 25 percent more efficient than a conventional crane.

In keeping with the Rukert philosophy of "build it and they will come," the terminal recently inked a 10-year contract with Constellation Energy to provide a depot for the limestone deliveries that are part of the pollution control system installed at the companies' power plants.

"This expansion is a textbook example of what the Maritime Industrial Zoning Overlay

District can accomplish here in the Port," said Rukert President John Coulter, who has worked closely with the City of Baltimore to create a protection for the maritime industries by restricting other development in the port area.

"We were able to go to our partners at Suntrust Bank confident that the overlay will remain in place until at least 2024," Coulter added. "The city and Mayor Stephanie Rawlings-Blake have worked hard with us on the MIZOD, and we are proof that it works."

Bentley, a longtime friend of the Rukert family, sums up the expansion: "I congratulate the third and fourth generations of the Rukert family for their commitment to keeping Baltimore one of the leading ports in the world."

A commitment that runs deep and high ... 🌐





Dredging Up

A Solid 125 Years Of Success

BY NANCY MENEFEE JACKSON

COURTESY OF ELLICOTT DREDGES, LLC

Ellicott Celebrates Anniversary with Long Line of Accomplishments

An impressive picture hanging at Ellicott Dredges, LLC shows equipment at work in the Panama Canal around 1943. But the company's commitment to quality is showcased by what the viewer *doesn't* see — the dredge in that photo is still on the job today (though it's finally scheduled to be replaced).

"We have every drawing for every dredge we've ever built," said Peter A. Bowe, President of Ellicott. "There are no orphans."

A sense of history permeates the company's vast Baltimore manufacturing operation, which has been up and running at its present location for more than a century and built all of the dredges for the original construction of the Panama Canal starting in 1903.

Ellicott's 100,000-square-foot shop, with its brick walls rising to cathedral-like heights, is now home to state-of-the-art equipment such as million-dollar machining tools.

A pioneer in dredging technology, Ellicott Dredge Enterprises is the oldest and largest U.S. dredging manufacturer. The company's pride in its American-built product is evident in the color scheme of its finished dredges — red, white and blue.

As Bowe noted, "2009 was an up year and 2010 should be an up year."

But 2010 is special in another way — Founded in 1885, Ellicott Dredges is celebrating its 125th anniversary.

The company is also enjoying a number of recent accolades: In



KATHY BERGREN SMITH



BILL MCALLEN



COURTESY OF ELlicOTT DREDGES, LLC



KATHY BERGREN SMITH

January, Ellicott was listed among the 50 fastest-growing companies in the region by *SmartCEO* magazine, and Bowe was presented with a Future 50 Award and Resilience Award by that same publication. Then, in April, the Initiative for a Competitive Inner City (ICIC) of Boston named Ellicott one of America's 100 fastest-growing inner city-based companies for the third year in a row (the only Baltimore company to receive such recognition).

In late February, U.S. Secretary of Commerce Gary Locke visited Ellicott to promote the National Export Initiative, which hopes to double U.S. exports in the next five years. Calling it an "iconic company," Locke added, "Since 2006, Ellicott has almost doubled its workforce — and that growth can be almost entirely attributed to the increase in exports."

Ellicott's workforce currently stands at more than 200 employees, and to date, the company has built more than 2,000 dredges. The company sells its dredges around the world and makes about

Peter A. Bowe, President of Ellicott Dredge Enterprises, LLC, cites the company's proximity to the Port of Baltimore as a key part of its successful strategy. The Baltimore company manufactures dredges in a variety of models and ships them to customers all over the world.



BILL MCALLEN

50 pieces of equipment each year. Most of the dredges are used for mining sand and gravel, tin, phosphate, nickel and coal. About 10 percent of the equipment is used for navigational dredging. The company manufactures a standard line, about 15 models, but will custom-design

equipment for specific operations. The largest dredge the company ever built cost more than \$25 million.

"We have a reputation as the Cadillac of the industry," Bowe said. "It's known that our stuff lasts forever. Ruggedness and durability are our watchwords. Everything is built to a design. We design every component for its intended purpose."

The dredges are powered by Caterpillar diesel engines, which have become more fuel-efficient in recent years. In another green initiative, the company has worked with its oil supplier to come up with hydraulic oil that is biodegradable.

All of the dredges are built in pieces that can be trucked out of its Baltimore plant — often to the Port of Baltimore and then on to locations ranging from small harbors in Florida to soda ash mining operations in Kenya. One dredge under construction is headed to Indonesia to mine nickel; another, commissioned by the

Equipment is readied for shipment; Ellicott makes about 50 pieces of equipment each year. Most of its dredges are used for mining operations, with about 10 percent designed for navigational dredging.

SNAPSHOTS of Ellicott

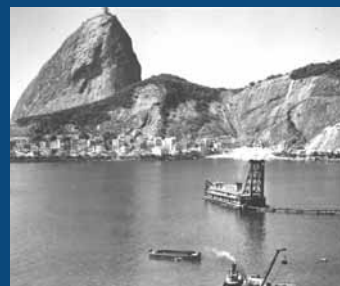
1903
"Mindi," an Ellicott-built dredge, helps create the Panama Canal. The company built all of the early Panama Canal dredges.



Long before Rio de Janeiro was a vacation hotspot, Ellicott dredges worked there. Sugarloaf Mountain rises in the background.



2010
"Mindi" is still operating in the canal today, but this year the hard-working dredge is finally to be retired and replaced.



1950
A dredge from the 1950s in Indonesia can be compared with its counterpart today, a Series 370 dredge.

U.S. Government's Department of the Interior, will maintain a water reservoir in Yuma, Az.

Bowe says the company's location is ideal because it is so close to the Port. "From the roof of our building, you can see the Port's cranes," he said.

Virginia-based Markel Ventures, which recently acquired Ellicott Dredges, plans to keep operations in Baltimore. "Everyone in this company knows that our livelihood depends on exports," Bowe said, "and to have exports you have to have a well-functioning port and good marine logistics."

In any given year, the company exports dredges to more than 20 countries "and that's why we need the Port of Baltimore," he said, adding that service to developing countries is particularly key.

Bowe praises the Port's dedication. Recently, a customer in Iraq didn't make the proper arrangements to get a dredge shipped, so Maryland Port Administration (MPA) Trade Development Manager Cynthia Burman spent time over the weekend putting the customer in touch with the proper people to get the transaction completed.


"We pride ourselves in making it work for our customers," Burman said. "Whatever their need, when it comes to international shipping and transportation we are here to get the job done. Ellicott is one of our premier accounts and we are honored to have them headquartered in the State of Maryland for 125 years."

State Del. Brian McHale (D-District 46) said, "For 125 years, Ellicott Dredges has been known around the world for manufacturing the highest standard of dredge machinery. The fact that Ellicott equipment has been sold in more than 80 countries, and they continue to thrive through this challenging recession, is a testament to their global reputation for quality workmanship and product."

Ellicott Dredge Enterprises has another connection to Baltimore;

it makes the Trash Cat, which skims floating debris from the Inner Harbor.

The State of Delaware is also a customer, having purchased its third Ellicott dredge — an SL300 — in 2009.

"They are absolutely a first-class company — they make a great product and they stand behind it," said Robert Baldwin, director of the Division of Soil and Water Conservation for the Delaware Department of Natural Resources and Environmental Control. "We have owned Ellicott dredges for 40 years, and we have had great service from them." 

At a Glance **Ellicott Dredge Enterprises**

- › Founded in 1885.
- › Designs and builds all key components of dredging systems.
- › Increased employees and manufacturing space last year, including adding 20-ton crane capacity through out its southwest Baltimore plant.

www.dredge.com



2010

A Series 370 dredge works today in Punta Cana. Dredges are used for mining sand and gravel, tin, phosphate, nickel, and coal.



2009

An Ellicott-built dredge is being towed to a spot in Abu Dhabi in the United Arab Emirates where it restored flooded lands.



Ellicott designed and built equipment that was used in the formation of Hart Miller Island.



2009

An Ellicott Series 4170 dredge created islands in Abu Dhabi in the United Arab Emirates. Dredges are needed to repair storm-ravaged coasts.

PHOTOGRAPHY COURTESY OF ELlicOTT DREDGES, LLC



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BY NANCY MENEFEE JACKSON



When you get a reputation for being able to package and move really large, difficult cargo, you're going to get some pretty odd requests.

James A. "Jim" Vitez, President of KMX International, which owns Global Packaging in Baltimore, won the Hauling Job of the Year award from the Specialized Carrier & Rigging Association for moving an Upper Atmosphere Research Satellite space shuttle for NASA from New Jersey to Cape Canaveral on a barge. Everything went smoothly until the last minute, when a meandering manatee and her calf delayed the shipment by an hour.

KMX, a specialized carrier and rigging company, served as a primary carrier in moving two 1.3 million pound generators to Three-Mile Island, and has also moved priceless sculptures between museums.

But the strangest request Vitez ever received was a caller asking if he



KATHY BERGEN SMITH

KMX International President Jim Vitez has helped move a giraffe, NASA equipment, museum pieces and other unique cargo. Several years ago, the company purchased Global Packaging and increased its warehouse space.

could move a giraffe on a low bed trailer. At first he thought it was a joke.

"I asked how tall is the giraffe, and he said, '12 feet.' I'm hearing 12 feet and I'm figuring another 2 feet for the trailer, which is 14 feet, which means you aren't going to fit under a low bridge." Then Vitez realized the caller was serious — the giraffe in question was being moved to a zoo. His company did successfully ship the giraffe — in a crate with its head sticking out the top. The giraffe was wearing a bridle, and zookeepers

gently tugged his head down as he went under bridges.

No matter the request, KMX International is ready, with gantry cranes capable of moving from 50 tons to 400 tons, forklifts with 80,000-pound capacities and more than 150 trailers, from standard flatbeds to specialized 13- and 19-axle combinations that can move 150 tons.

The Pennsylvania-based company offers door-to-door service for Midwestern manufacturers. Several years ago, KMX bought Global Packaging,

While they didn't write the book on shipping, KMX International did write the software — the company developed a program that tracks cargo through the smallest of steps as it's warehoused, packaged and shipped worldwide.



KATHY BERGREN SMITH

adding its 80,000 square feet of warehouse space to the 300,000 square feet of warehouse space and rail siding that it owns in Pennsylvania.

KMX International has 45 employees, and crews from Pennsylvania rotate to Baltimore, ensuring cargo-handling expertise.

While they didn't write the book on shipping, KMX International did write the software — the company developed a program that tracks cargo through the smallest of steps as it's warehoused, packaged and shipped worldwide.

"If something comes in that's damaged, you can take a picture and send a damage report to the customer right away, within

minutes of when it arrived," Vitez said. "You're almost a packaging operation in the basement of your customer's office."

Vitez, a Garrett County, Md., native, began working for the Chicago, Burlington and Quincy Railroad when he didn't have enough money for college. After working in rates and tariffs, he worked for a general commodity carrier. From there he moved to Birdsboro Corp., which manufactured large items. One company moving the items was Kreitz Motor Express. Bob Kreitz offered Vitez a job, which he accepted, thinking, "After getting some heavy hauling/rigging experience, I'd be a traffic manager in the manufacturing industrial side and play golf for the rest of my life."

It didn't quite work out that way: Kreitz eventually offered Vitez a chance to buy the business. He didn't have the money, so Vitez agreed to run the company at a profit for Kreitz for five years, proving to the bank he was worthy of a balloon loan. After he got the loan, he spent another seven years paying it back.

"For almost 12 years I couldn't grow the company," Vitez said. Today the company is a leader in not just breakbulk, but also

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in crane rental and rigging, warehousing and export boxing.


Vitez praises the Port of Baltimore for helping him grow his business.

"The Port of Baltimore has a good, aggressive sales force out there," he said. "Because of ACL and WWL and those carriers that have mafis and do breakbulk, we can work with the Port to help them get that traffic into Baltimore. It's a win-win situation."

KMX International uses Dundalk and Canton marine terminals and has a working relationship with Ports America.

"We had a job recently that used all three facilities," said Vitez. "The pieces were packed right on the pier. We did a joint venture with Ports America — permit wise that was the easiest way to go."

Rick Pagley, who works in Trade Development out of the Pittsburgh office of the Maryland Port Administration, said, "In support of our efforts at the Port in securing breakbulk and project cargoes, good quality and reliable heavy haulers and packers at the Port area are essential to our success ... KMX/Global provides such a service."

"They're just good people to work with," said Vitez. 

KMX International



★ KMX-affiliated companies include EX~IM Project Logistics, Ltd.; Mid-Atlantic Exporters, Ltd. (MAX); and Bottom Line Brokerage.

★ KMX and its affiliates provide door-to-door Project Cargo services including warehousing, export packaging, heavy hauling, rigging services, crane rental, container hauling/stuffing/stripping, breakbulk and RO/RO.

★ The southeastern Pennsylvania company has terminals in Baltimore; Pittsfield, Mass.; and Hamburg, Pittsburgh, Erie and Sinking Springs, Pa.

★ The company's fleet includes multiple-axle trailers capable of hauling up to 150 tons and gantry cranes capable of lifting 400 tons and overhead cranes able to lift 35 tons.

★ Kreitz Motor Express, the small regional firm that preceded KMX International, was founded in 1964; KMX International first expanded its headquarters and operational reach in 1980.

www.kmxintl.com




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HARRY HALPERT

Cold Storage is Hot Topic for MTC Logistics

Standing on the rooftop of his company's brand new headquarters in Baltimore, Harry Halpert can see the container cranes at the Seagirt Marine Terminal, the busy interstate highway system and the tracks of two Class 1 railroads. He can also see the East Baltimore neighborhood that has long been a home to Merchants Terminal Corporation and many of its employees.

Halpert knows the value of a global vision and a community connection. Under his leadership, Merchants embraces both, supplying a platform for exciting growth at the nearly century-old company.

"My family has been providing Baltimoreans with utilitarian goods and services that they need since the turn of the 20th century," said Halpert, who represents the fifth generation in his family business, which grew to become Maryland's largest refrigerated warehouse and has three locations in Maryland along with one in Delaware.

As the technologies for transporting and storing perishables have evolved, so has the business, which now

offers not only warehousing but full logistics management. With the new warehouse and expanded capabilities comes a new name for the company, MTC Logistics (standing for Merchants Temperature Controlled).

"It has been a natural evolution," said Halpert, Merchants' President. "The cold chain has expanded to an international scale. Local grocers and national grocery chains are able to purchase foodstuffs from anywhere abroad, and bring them through the Port of Baltimore. In the past eight years, we have grown with our customers, assisting them on both the import and export side."

MTC Logistics has stepped in to shorten the logistics chain by providing customers with trucking from the ship terminal to the warehouse, USDA inspection services and outbound consolidated transportation services — all within a stone's throw of the Port of Baltimore.

The new warehouse and corporate headquarters opened in August 2009 and represents the state-of-the-art in cold storage and sustainable construction.

STORY & PHOTOGRAPHY BY KATHY BERGREN SMITH

"We are very pleased to work with Harry and his team to bring more refrigerated cargo opportunities to the Port of Baltimore," said Maryland Port Administration (MPA) Executive Director James J. White. "Merchants Terminal Corporation has made a significant investment in this Port with their involvement in the Duke Realty property. We look forward to helping them grow their business and succeed."

The new facility utilizes 48% less energy per cubic foot than the warehouse it replaced. Refrigeration controls are coordinated with a computer in the engine room that is constantly monitoring power usage on the grid and will adjust equipment when the need arises. Halpert is also looking toward installing solar panels on the white roof.

The loading docks that receive refrigerated trucks are designed to allow the trailers to be backed in before opening the truck doors, thus maintaining the integrity of the cold chain by ensuring security and wholesomeness throughout the loading or unloading process.

"We operate under very strict standards; you have to be detail-oriented to be in this business," said Halpert.

The relocation of MTC Logistics to the Seagirt Industrial Area makes sense on both a local and a global level, according to Halpert. "Our employees are like part of our extended family, and when we decided to relocate, it was essential to us that we stayed near the neighborhoods where our old warehouse was and where our employees still live, while simultaneously providing quick turnaround for the shippers and consignees utilizing Seagirt."

Halpert has been a member of the Baltimore Industrial Group for four years and works with other business leaders to promote industrial uses for property adjacent to the deepwater berths of the Port. "The areas around the Seagirt and Dundalk marine terminals are now very attractive to new industrial development in light of the support the Mayor and City Council have lent to the Maritime Industrial Zoning Overlay District Plan," he said.

From a global perspective, the Port's infrastructure, capacity and efficiency, as well as its inland proximity to America's breadbasket, all add up to reduced transportation costs for MTC Logistics' customers. And, as growth in the shipping of perishables continues, the Port will be ready with its new 50-foot berth at Seagirt.

"The Maryland Port Administration and the Maryland Department of Transportation should be applauded for partnering with Ports America Chesapeake in the build-out of Seagirt in preparation for the widening of the Panama Canal," said Halpert. 🌐

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MPA's Larry Johnson, center, presented a wheel to NYK Trans Leader Capt. Elvis C. Paculba.

Trans Leader Lands at Port

Trans Leader, a pure car/truck carrier in the NYK Line fleet, recently unloaded 1,549 Subaru and Mitsubishi vehicles at the Mid-Atlantic Terminal on her maiden voyage to Baltimore. The vessel, which flies the flag of Panama, measures 180 meters in length and has a width of 30 meters.

Agent: Inchcape Shipping Services

Stevedore: Ceres Marine Terminals

Towing: Moran Towing of Maryland



Capt. Il Hwan Kim and MPA's Cynthia Burman held the wheel during a ceremony on board the Volans Leader.

Volans Leader Loads Cargo at Dundalk

Flying the flag of Panama, NYK Line's *Volans Leader* loaded 470 units and unloaded 12 units on a recent stop at the Dundalk Marine Terminal. The pure car/truck carrier measures 199.94 meters in length and 32.26 meters in width, and has a cargo capacity of 5,145 standard cars.

Agent: Inchcape Shipping Services

Stevedore: Ceres Marine Terminals

Towing: Moran Towing of Maryland



Capt. Valerian Fernandes received a wheel from Larry Johnson of the MPA on board the Polaris Leader.

Polaris Leader in Port

Measuring 179.9 meters long and 32.2 meters wide, the *M.V. Polaris Leader* recently visited the Dundalk Marine Terminal and discharged 1,421 Subarus. The NYK Line pure car/truck carrier has a cargo capacity of 5,100 standard cars and flies the flag of Singapore.

Agent: Inchcape Shipping Services

Stevedore: Ceres Marine Terminals

Towing: Moran Towing of Maryland



A wheel ceremony conducted by Cynthia Burman of the MPA hailed the arrival of Grimaldi Group's Grande Marocco.

Grimaldi's Grand Delivery

The *Grande Marocco* unloaded cars, trucks, trailers, construction equipment and containers on her first trip to the Dundalk Marine Terminal. Measuring 210 meters by 32.6 meters, the vessel sailed under an Italian flag and called on the Port as part of the Grimaldi Group's North America-West Africa Roll-On/Roll-Off and container service.

Agent: Norton Lilly

Stevedore: Ports America

Towing: McAllister Towing of Maryland



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SHIPPING AGENTS & LINES

Among U.S. ports, Baltimore is ranked number-one for handling Roll-On/Roll-Off cargo; trucks; imported forest products; and imported gypsum, sugar and iron ore. As business keeps sailing smoothly into and out of Baltimore, the Port has a diverse group of shipping lines and agents to thank for keeping the cargo coming and going.

These listings were submitted for inclusion in the Port of Baltimore Directory and compiled with the valuable assistance of the Maryland Port Administration and the Baltimore Maritime Exchange. The Baltimore Maritime Exchange (www.balmtx.org) is a non-profit, membership-supported vessel traffic information service.

Efforts have been made to ensure that this information is as accurate as possible. The Maryland Port Administration, Media Two and Baltimore Maritime Exchange assume no responsibility for errors, inaccuracies or omissions.



KATHY BERGREN SMITH

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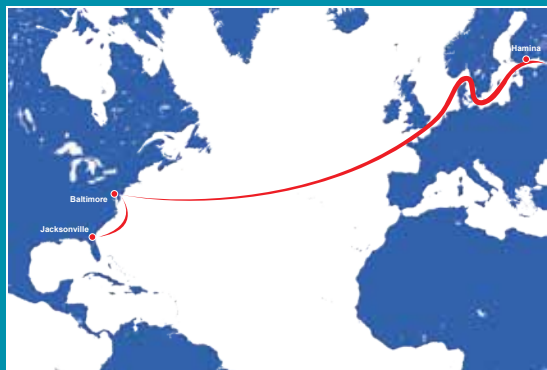
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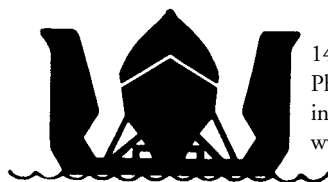
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A lighthouse was erected on the point in 1831 after the hospital closed, and later it became one of the first American lighthouses to use the Fresnel lens. During the Civil War, the point served as a munitions depot for the Union army.

By the 1960s, the lighthouse was gone and Rukert Terminals shared the point with the Baltimore Guano Works (and the later fertilizer conglomerates) and Lehigh Cement. During the construction of the Fort McHenry Tunnel, the State of Maryland stored construction materials at the depot. The Rukert family erected a replica lighthouse on the point in honor of the late historian Norman Rukert. 🌐

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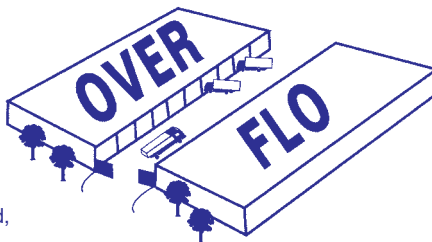
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